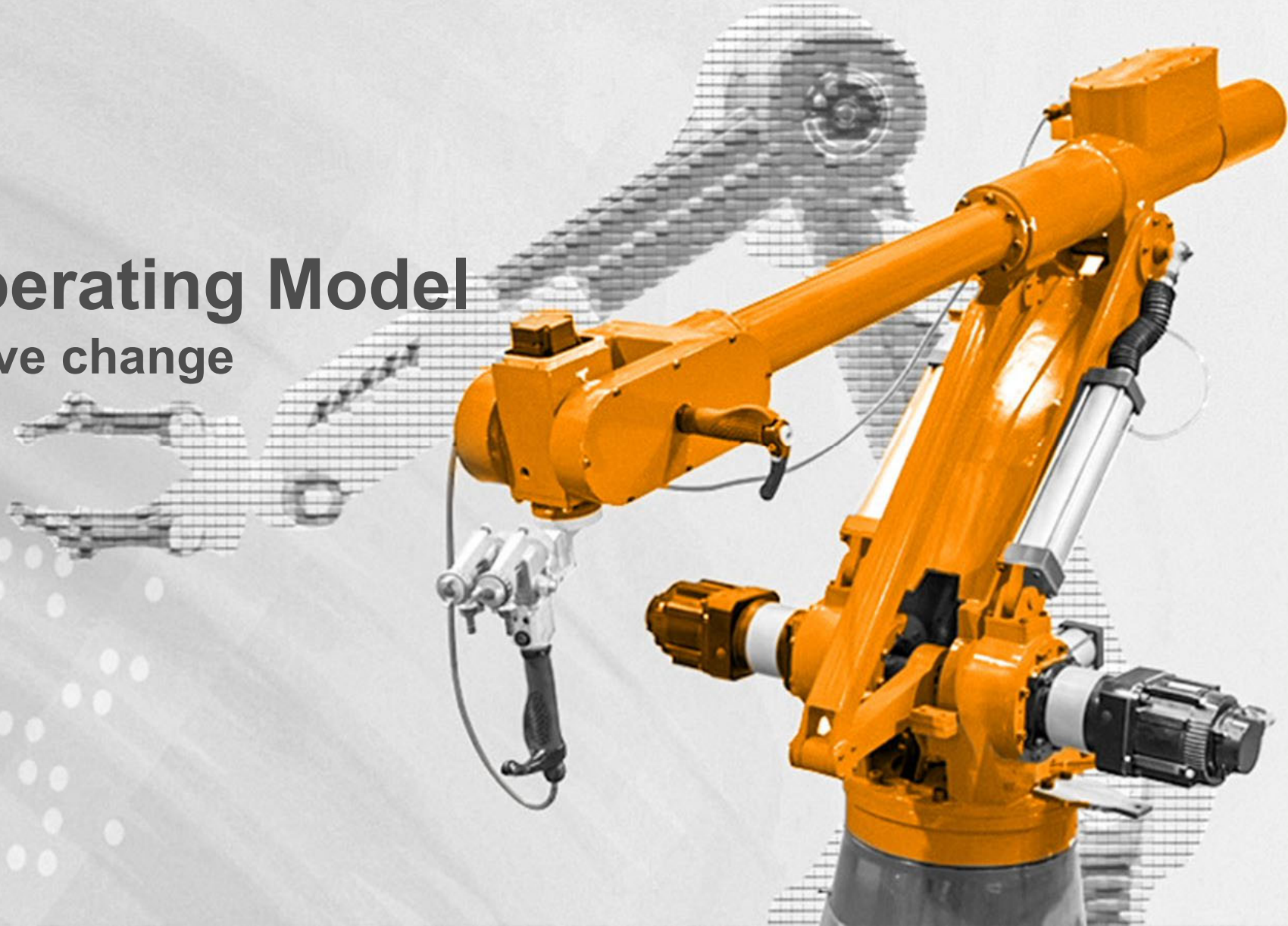


(Target) Operating Model

Building effective change

Version 1.0



Agenda



Relevance



Our Framework

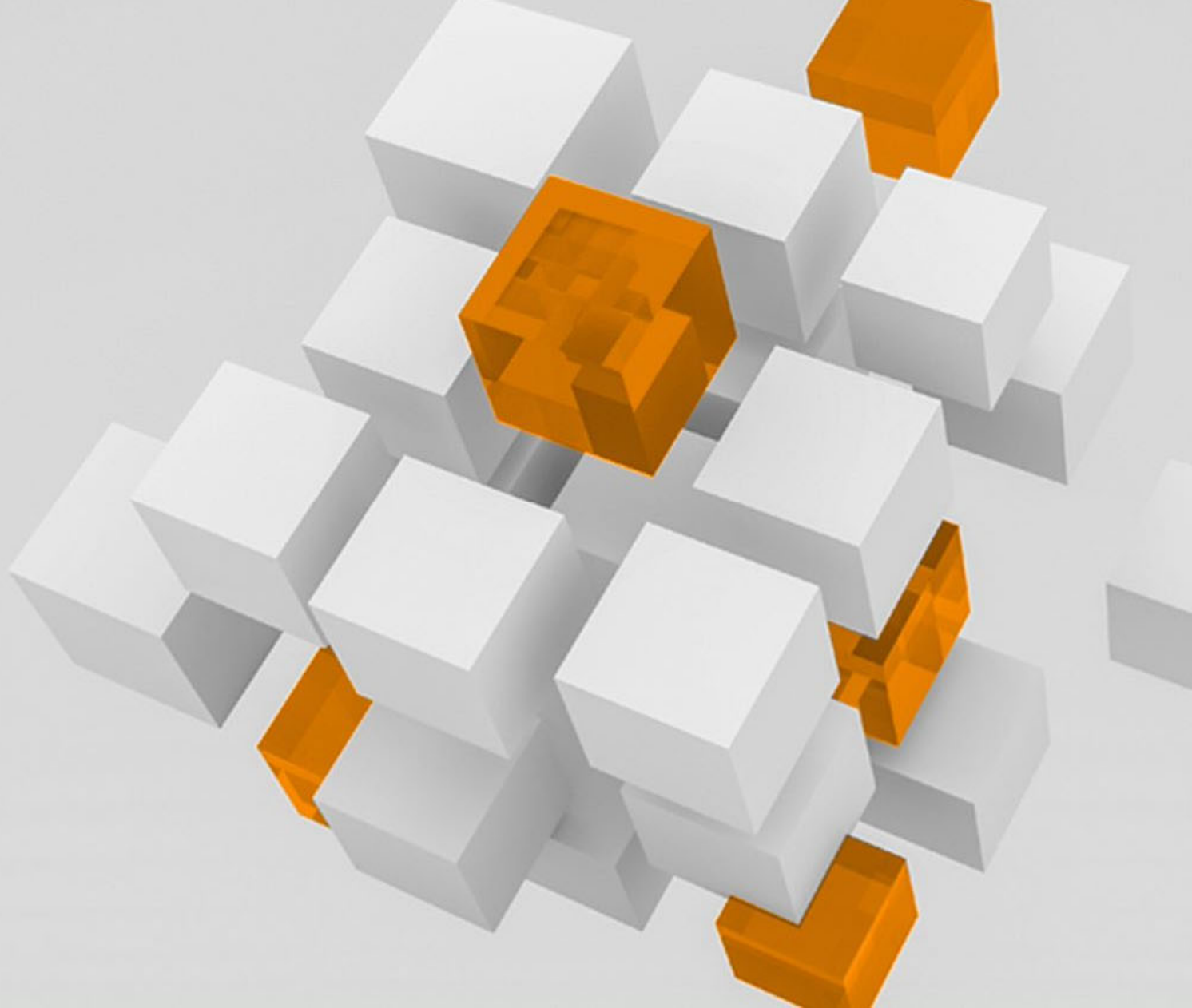


Our Approach



References

*An operating model is a **blueprint** that shows the **elements of the organization** important for the creation of the **value proposition(s)** and how these **elements combine** to efficiently create the **value proposition(s)**.*



An operating model is indispensable for driving effective change in the organization and enabling a company to meet its business objectives.

*An operating model helps to **convert strategy into concrete plans and actions** on how things need **to be done in the organization** and thus, enables a company to **meet its business objectives**. A good operating model is vital for **driving effective change**.*



Change of Strategy

New strategies on company, divisional or functional level that need to be translated into practice-related plans and actions.



Transformation Initiatives

Transformation/ reorganization projects/ programs that affect the way the company, division or function operates.



New Venture

Building or acquiring (M&A) a new company, division or function.



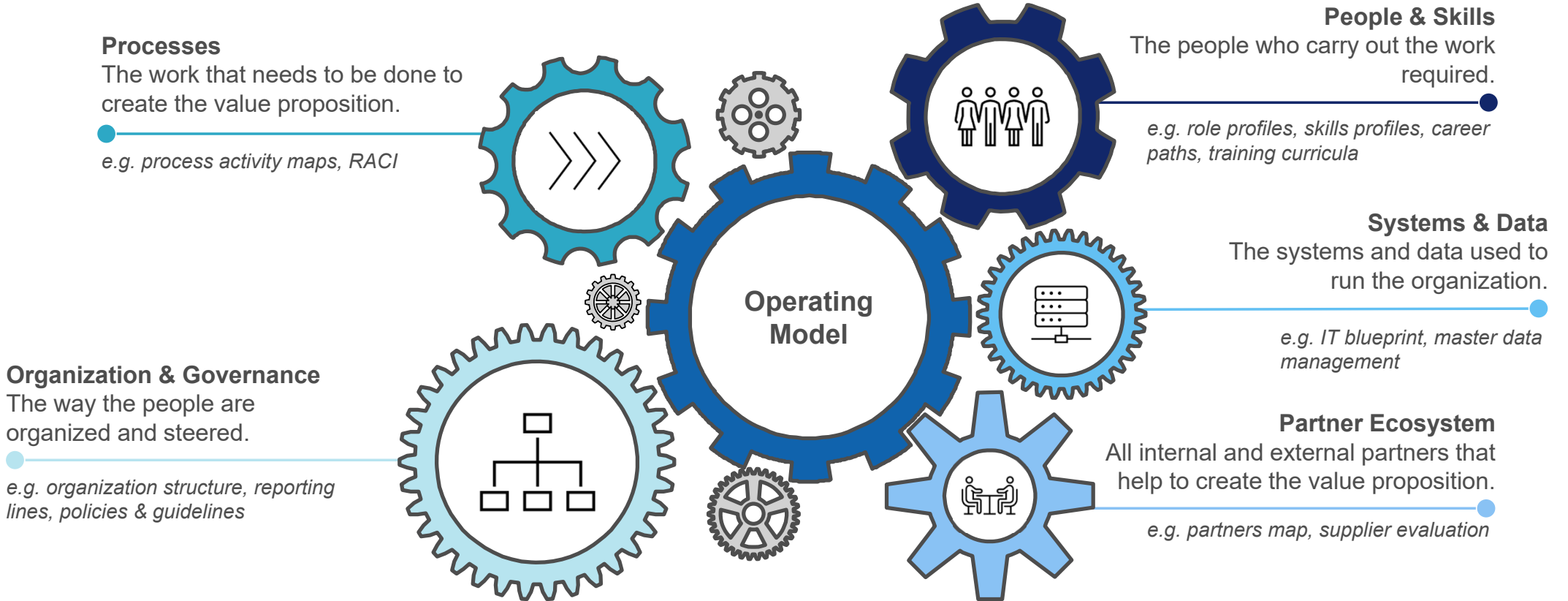
Performance Improvement

Optimize issues that have an impact on the operational performance e.g. inefficient processes and workflows, complex organizational structures or governance.



Recent studies name agility (47%) as top 1 field of action in organizations.¹⁾ This requires operating models to be rethought and redesigned.

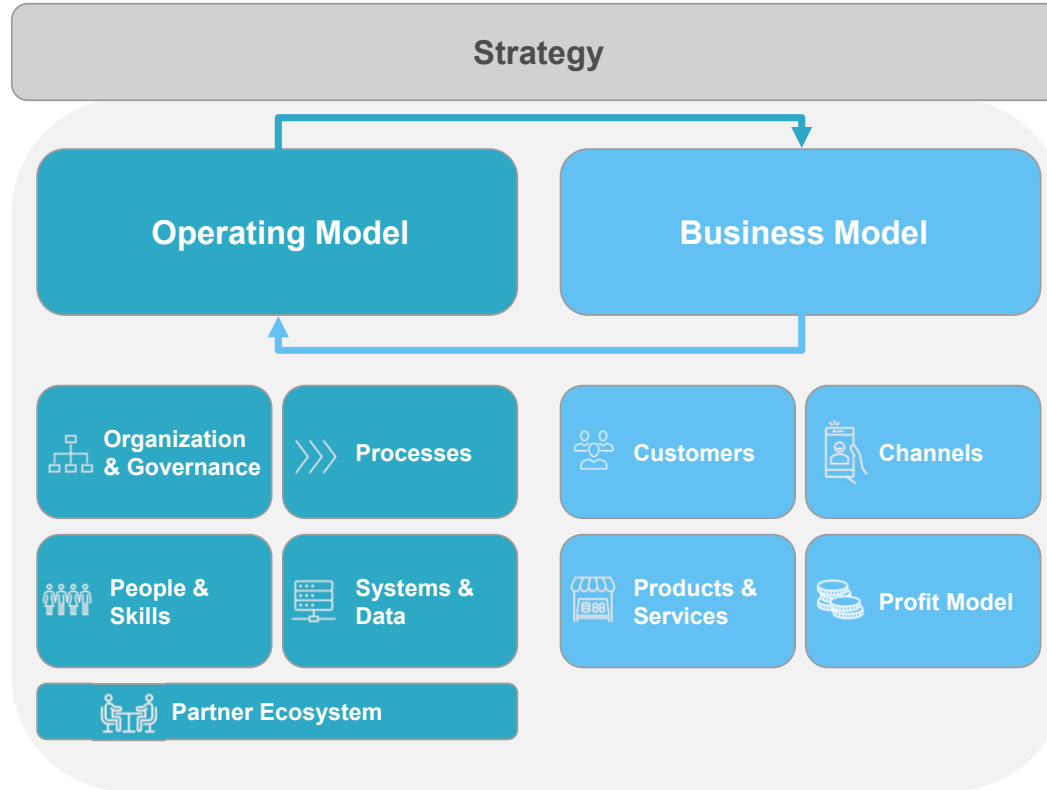
It encompasses a set of intertwined elements that are vital for the creation of a company's value proposition(s).



The operating model is strongly linked to an organization's defined strategy and business model.

An operating model...

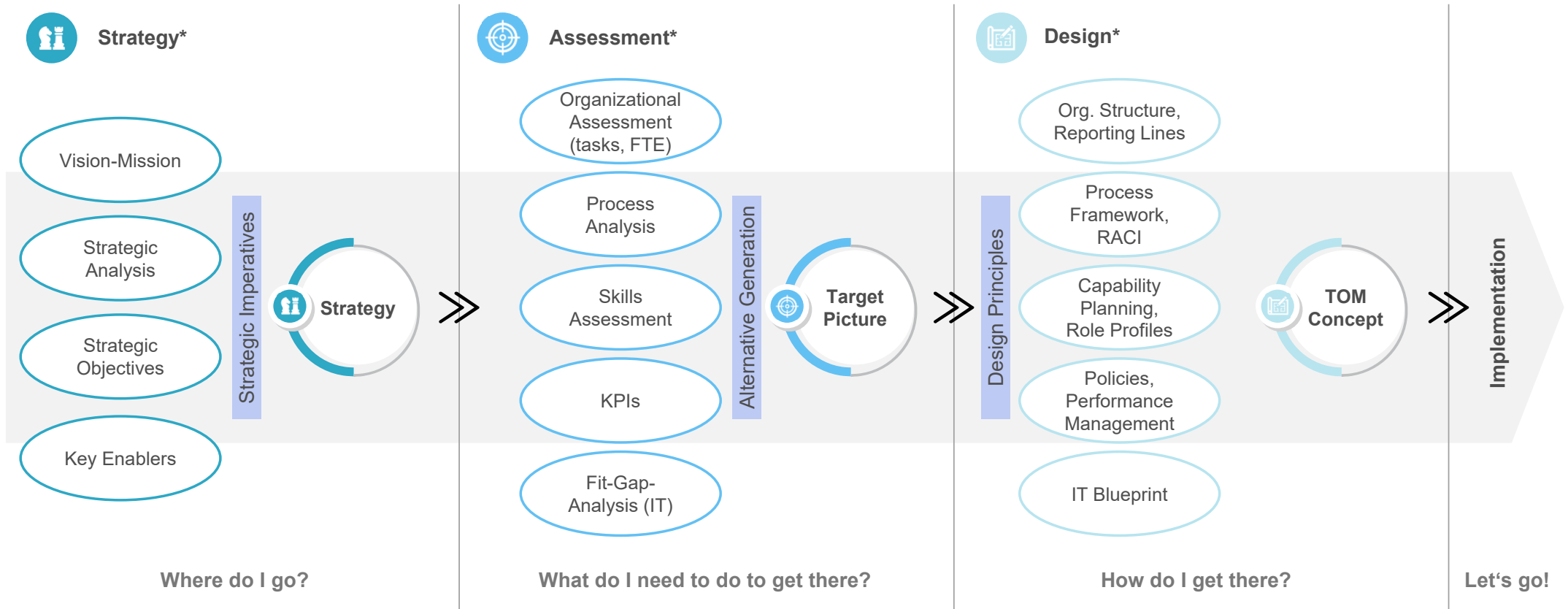
...defines how a company **creates** its value proposition.



A business model...

...defines how a company **delivers** its value proposition to its customers and **generates profits** thereof.

Detecon's proven approach helps clients from the definition of the strategy to the successful implementation of effective TOMs.



Detecon has a proven track record of success implementing TOMs in organizations of different sizes and industries.



TOM for T-Systems Digital Division

Sustainable development of a new and strategically important TOM to provide scalable digital products and services. Development of an organizational strategy, evaluation of organizational scenarios covering the full value chain from sales to operations. Assessment of the current skill landscape, identification of major areas for skill development and recruitment. Organizational detailing down to job / role level. Description of tasks, responsibilities, key KPIs & targets for (senior) management roles incl. a skill transformation case and high-level budgeting for a 3-year period.



O-RAN TOM for Deutsche Telekom

Conceptualization of a Target Operating Model including the maturity path towards an O-RAN network environment for a brownfield operator. Definition of a centralized O-RAN solution deployment incl. organizational structure & size (full organizational design) as well as reflecting existing and O-RAN required skill-sets.



Technology strategy and TOM for strategy & financial planning unit

Development of a holistic technology strategy to realize business goals and align the business unit's portfolio with the latest technology and industry trends. Development of a TOM for the strategy & financial planning unit driving benefits realization & strategy execution. Definition of a new organizational setup, governance & steering logic, newly defined processes as well as skills & capabilities.

Other clients worldwide:



Get in touch with us.



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